

Message Text

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PAGE 01 BAGHDA 00750 140815Z

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ACTION AGR-10

INFO OCT-01 NEA-10 ISO-00 EB-07 COME-00 TRSE-00 XMB-04

CIAE-00 INR-07 NSAE-00 /039 W
----- 043295

R 120600Z JUL 75

FM USINT BAGHDAD

TO SECSTATE WASHDC 2191

INFO AMEMBASSY BEIRUT

UNCLAS BAGHDAD 750

BEIRUT FOR AGATT

E.O. 11652: N/A

TAGS: EPAP, BTRA, IZ

SUBJECT: US SOYBEAN MARKET DEVELOPMENT TRAVEL

REF: BAGHDAD 655

1. SUMMARY: ESPITE SHORT TIME IN BAGHDAD, RECENT VISIT BY SOYBEAN EXPERTS WAS MODERATELY SUCCESSFUL AND, IF VIGOROUSLY FOLLOWED UP, CAN LEAD TO IMPORTANT MARKET PENETRATIONS. END SUMMARY.

2. USDA'S ISO AND AMERICAN SOYBEAN ASSOCIATION'S (ASA) SMITH VISITED BAGHDAD JULY 3 - 7. ON BALANCE BELIEVE VISIT WAS MODERATELY PRODUCTIVE ALTHOUGH PRIVATE SECTOR IRAQI CONTACTS AND GOI OFFICIALS WERE SLIGHTLY MYSTIFIED BY ASA'S RATHER ABSTRACT, PREDOMINENTLY LONG-RANGED INTERESTS IN MARKET DEVELOPMENT. IRAQ HAS LARGE, IMMEDIATE MARKET OPPORTUNITIES IN REGARD TO WHICH BOTH EXPERTS PROFESSED DOUBTS ABOUT THEIR ORGANIZATIONS'S ABILITY TO RESPOND TO PROMPTLY. SMITH TOLD IRAQIS ASA NOT PRIMARILY INTERESTED IN EXPANDING US EXPORTS BUT IN SERVICING CUSTOMERS AFTER MARKET DEVELOPED. IF THIS THE CASE, WHAT ORGANIZATION IN US REALLY PUSHES SOYBEAN EXPORTS?

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3. DESPITE ABOVE, BELIEVE VISIT SUCCEEDED IN CONFIRMING

IDENTITY OF MAIN CUSTOMERS IN PUBLIC SECTOR AND
DETECTED GREATER DEPTH OF PRIVATE SECTOR ACTIVITY IN
IRAQI POULTRY SECTOR THAN EITHER OFFICIAL GOI
DESCRIPTIONS HAD LED USINT TO BELIEVE OR THAN WE HAD
LEARNED INDEPENDENTLY.

4. ACTION SUGGESTED: BELIEVE IT IS IMPERATIVE THAT
SOYBEAN ASSOCIATION FOLLOW UP ASAP WITH LITERATURE
PROMISED TO GOI CONTACTS AND THAT IT GET WORD OUT
EFFECTIVELY AND QUICKLY TO ITS MEMBERS ON VERY
PROMISING IRAQI MARKET FOR SOYBEANS AND BYPRODUCTS.
USINT LOOKS FORWARD TO TRIP REPORT.
LOWRIE

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Message Attributes

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